

MAY 2024

CAMBRIAN *Living*

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DANNY B. ACEVEDO
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expert contributors

To learn more about becoming an expert contributor, contact BVM at micheleanderson@bestversionmedia.com



BONE, STRENGTH, POSTURE & BALANCE

Daron O'Donnell - OsteoStrong San Jose
daron@osteostrengthsanjose.com
www.osteostrengthsanjose.com

I am part-owner of OsteoStrong San Jose; the other partners are my mother and father—it's truly a family affair. The most important reason for starting OsteoStrong was to empower her parents to take ownership of their health. We opened our doors just 17 days before the COVID-19 pandemic broke. Now, a year later, I am so grateful for the many people OsteoStrong has helped in achieving stronger and healthier lives.



EDUCATIONAL ASSESSMENT & LEARNING CENTER

Mind By Design
Jana Parker, MS, LEP, ABSNP
669-282-2510
themindbydesign.com

Meet Jana Parker, the CEO and Founder of Mind by Design, an empowering educational psychology and intervention practice in Campbell, CA. Mind by Design specializes in psycho-educational evaluations and offers a range of services, including speech therapy, academic tutoring, executive function coaching, and parent support. Passionate about helping families navigate the educational system, Jana leads her team of compassionate and knowledgeable specialists, striving to help children and families thrive.



FAMILY FRIENDLY HOLISTIC WELLNESS SPA

Janis Manacsa and Avery Kinghorn - Sea Salt Therapy
408-369-1486
seasalttherapy.com | support@seasalttherapy.com

Sea Salt Therapy has been holistically serving the Bay Area community for 10 years. Halotherapy (Salt Therapy) is beneficial to those who suffer from asthma, allergies, bronchitis, COPD, and sinusitis. It's also beneficial for post-Covid symptoms such as prolonged cough, brain fog, and overall fatigue. Chromotherapy and Infrared Heat technology address deep systems in the body. Benefits include lowered blood pressure and cholesterol, weight loss, skin purification, muscle recovery, decreased chronic pain, and decreased stress, anxiety, and depression.



REALTOR® / BROKER ASSOCIATE

Kirsten Reilly - Compass
408-835-2962
kirsten.reilly@compass.com | www.kirstenreilly.com

After starting her Silicon Valley real estate career in 2003, Kirsten Reilly has steadily built her business with a focus on exceptional client experience, innovative marketing, and superior home preparation that yields higher sales prices for her clients. Her small and highly effective team, along with their expansive network of top-tier service providers, has solidified The Kirsten Reilly Team within the top 1% of most productive residential agents and teams in Santa Clara County.



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Nutrition Palace was born with the vision of integrating Farinaz's love for nutrition and weight loss and helping people reach their body and health goals within a retail space that provides quality health supplements. Her goal and passion remains the same as it always was and that is to help people. Her background has always been in providing excellent service and forming relationships.



VETERINARIAN

Dry Creek Animal Hospital
Dr. Amanda Anthony & Dr. Mike Armer
408-560-2882
www.drycreek.vet

Drs. Anthony and Armer established Dry Creek Animal Hospital in 2023; a small animal private practice treating the dogs and cats of Campbell and the surrounding communities. Our focus is to provide high quality medical care by creating strong relationships with our clients and patients, personalizing diagnostic and treatment plans, and emphasizing client education. A collaborative approach to healthcare allows for our patients to live long, happy lives with their families!



YOUTH SPORTS AND RECREATION

Kristina Williams - Los Gatos Elite
408-596-2590
kristina@losgatoselite.com | www.losgatoselite.com

Kristina is a Cambrian native and proud owner of Los Gatos Elite. She has been in the youth sports industry for over 25 years and loves helping children and families through sports. As a mom of four, wife and active member in her community, she knows how important making meaningful connections in her community are. Kristina loves to share her experience as a coach, mom, and business owner.

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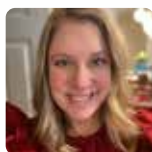
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Would you like to be a part of Cambrian Living? Do you have an adorable pet, community event, recipe, or sports team you would like featured? Do you have any feedback or just want to say hello? Then we would love to hear from you! Please email stephanieking@bestversionmedia.com with all your Cambrian Living content!

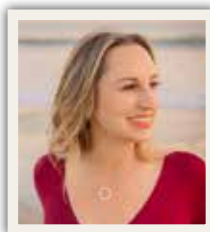


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|| LETTER TO RESIDENTS ||

Hello Cambrian,



Michele Anderson
Founding Publisher
of Cambrian Living &
Cambrian Neighbors

As May unfolds before us, our community eagerly anticipates the arrival of several meaningful milestones. Mother's Day, a time to honor the incredible women who shape our lives, reminds us to celebrate the nurturers, mentors, and caregivers who enrich our community with their love and wisdom.

Memorial Day weekend serves as a reminder of the sacrifices made by brave men and women in service to our nation. It's a time for our community to come together, reflect on the freedoms we enjoy, and pay tribute to those who have given their all to protect them.

As the school year draws to a close, the excitement of graduations fills the air, marking a significant achievement for our students and a testament to their hard work and dedication. These ceremonies are not just about academic accomplishments but also about celebrating the bright futures ahead and the potential within each

graduate to positively impact our community.

So, as we navigate through this month of milestones, let's come together to honor, remember, and celebrate. Whether it's showing appreciation for the maternal figures in our lives, paying homage to our fallen heroes, or cheering on the next generation of leaders, let's cherish these moments of connection and community spirit.

Wishing you a May filled with love, remembrance, and inspiration.

Warm regards,

Michele Anderson

Michele Anderson

Founding Publisher of Cambrian Living
Magazine & Cambrian Neighbors
Magazine

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Meet the *Ando* Family

Where Ohana is Everything!

BY **STEPHANIE KING** | PHOTOS BY **DANNY B. ACEVEDO, DBAPIX** AND SUBMITTED BY THE FAMILY

The Hukilau restaurant and bar in San Jose was the place to be. Or at least, it was the right place for Cindy and Jeff to be on that fateful evening, which happened to be Cindy's birthday. Cindy was ready to call it a night when she spotted Jeff and his friends coming in. She moved over a few stools to give the approaching party ample room. Jeff bought Cindy a birthday drink and Cindy assumed Jeff, like her, was from Hawaii. The duo hit it off immediately.

Jeff wasn't a Hawaiian as Cindy assumed (she soon noticed his accent wasn't true

pidgin creole). In fact, Jeff grew up in Berryessa and graduated from Piedmont Hills High School. His Silicon Valley roots run deep, and Jeff fondly remembers visiting his grandpa's farm on First Street in San Jose, before the area was developed. Jeff also recalls how, on his 16th birthday, he got his license early in the morning and drove himself to his new job where he cleaned for some tech companies. Ironically, Jeff works with some of these same companies today! He has spent thirty years with Beam On Technology, where he sells stencils and fixtures for the EMS industry.

Although Cindy was born in Los Angeles, she grew up in Oahu and considers herself an island girl. Hawaii is one of her two homes. "I graduated from Oregon State University," Cindy states, "however, with the rainy weather and feeling homesick, I ended up going to the University of Hawaii for grad school." After moving to the Bay Area, she has taught 4th grade at Addison School in Palo Alto for the last twenty-five years.

Both Cindy and Jeff are outdoor enthusiasts. Jeff enjoys biking, fishing, and camping. He recently rediscovered



riding dirt bikes and looks forward to riding parts of the newly opened Northern California BDR later this summer. Cindy loves hiking and someday hopes to complete Half Dome

The Andos have two kids, Ryder and Addison. Ryder is currently a junior at Leigh and runs the 100m and 200m for the Track & Field team. He is a junior YBA cabinet member and a Boy Scout. Much like his father, Ryder enjoys biking, camping and being outdoors.

Addison is a freshman at Leigh and thoroughly enjoying her high school experience. She played JV tennis in the fall and JV basketball in the winter. She is also a Jr YBA member and a Girl Scout.

As a family, the Andos spend a lot of time in Japantown. Both Ando kids participate in Scouts through the San Jose Betsuin Church. "Every summer you will find our entire family either working in a food or games booth at the Obon Festival," Cindy says, "or at Nikkei Matsuri which is a Japanese Festival in the spring."

The Andos also consider themselves collectors of animals they have found in nature. Over the years they have housed tadpoles until they turned to frogs, caterpillars until they turned to butterflies, and more snakes than they can count! One specific snake, named Shelley, was given to the Andos ten years ago. Today, Shelley is an impressive twenty-four inches long!

continued on pg 6



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continued from pg 5

In 2008 the Andos decided to relocate from their condo in Japantown and bought a home in the Carlton neighborhood. Ironically, Jeff's brother lives thirteen doors down! This proximity has led to weekly Thursday night family dinners cooked by Jeff's mom. This tradition started when his parents would babysit the kids along with their niece and nephew. Jeff's dad is usually found tending to their yard, and often mistaken for the family's gardener.

Of their neighborhood, Cindy states, "We are grateful to be a part of such a warm and welcoming community of neighbors. The moment we moved in, we had this instant feeling of belonging." And although the Ando kids are now teenagers,

Cindy and Jeff fondly remember walking Ryder and Addison to school and forging relationships with other parents during drop off. It's nostalgic seeing groups of moms hanging out and chatting on the corner blocks of Carlton Avenue in the morning. We especially love our evening walks and seeing young families with strollers, kids riding their bikes and people walking their dogs.

The Andos are lucky to have found two places that feel like home, both in Hawaii and Cambrian. Life is starting to come full circle for the Andos as they watch their children grow. "Ohana is everything" is the Ando family motto. And this family sure does feel lucky to grow and thrive in their Cambrian neighborhood.



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**LOS
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ROOFING**

|| CALENDAR OF EVENTS ||



EVERY FIRST AND THIRD TUESDAY LOS GATOS TOWN COUNCIL MEETING

@Town Council Chambers
110 E. Main Street
Los Gatos, CA 95030
Time: 7pm-8pm

Come support your community and let your voice be heard! Meetings are open to the public. Information about upcoming meetings can be found at www.LosGatosCA.gov



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EVERY THURSDAY FAMILY STORY TIME

@Cambrian Library
1780 Hillsdale Ave
San Jose, CA 95124

Time: 11:00am-11:30am

Come participate in early learning activities (specifically for ages 0-5yrs) such as songs, stories, movement, rhyme, and finger play! Parent/caretaker attendance is required. Masks are suggested for ages 2 and up.

EVERY SATURDAY CHAMP FARMERS MARKET

@Princeton Plaza Mall
14900 Camden Ave
San Jose, CA 95124

Time: 9:00am to 1:00pm

Support 40+ farmers, vendors, and local businesses at the Cambrian Farmers Market.

FRIDAY, MAY 17TH KIWANIS SPECIAL GAMES

@West Valley College
14000 Fruitvale Ave
Saratoga, CA 95070

Time: 8:00AM-12:00PM

See almost 1000 extremely challenged/special needs students from the Bay Area compete in a variety of sports and events. This program started over 40 years ago and is put on annually by all of the Kiwanis Clubs in the South Bay and Peninsula. It is a no-miss, spectacular event!! For more info and/or to volunteer, email kiwanislosgatos@gmail.com.

SATURDAY/SUNDAY, MAY 18TH/19TH BOOGIE FESTIVAL

@Downtown Campbell
Campbell, CA 95008

Time: 10:00am-5:00pm

Come spend a day or two in Campbell for the 45th annual Boogie Festival! Listen to live music, enjoy local food and beverages, and peruse vendors!

SATURDAY, JUNE 1ST JAPANESE TOWN FESTIVAL

1300 Senter Rd
San Jose, CA 95112

Time: 10:00AM-2:00PM

A fun-filled day at Japanese Town! Located at 1300 Senter Rd, this in-person event celebrates Japanese culture, food, and traditions. Immerse yourself in the sights, sounds, and tastes of Japan right here in San Jose. From traditional performances to delicious cuisine, there's something for everyone to enjoy. Don't miss out on this unique experience! Tickets start at \$10.

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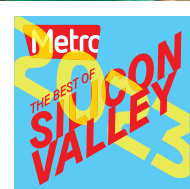
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Week	1	2	3	4	(1-day program)	5	6	7	8	9	10
Traditional Programs											
Yeledim (Kindergarten) \$515/\$580	Yeledim	Yeledim	Yeledim	Yeledim \$310/\$350	1-day Program Available \$100/\$125	Yeledim	Yeledim	Yeledim	Yeledim	Post Camp \$490/\$555	Post Camp \$490/\$555
Sabra (1st) \$490/\$555	Sabra	Sabra	Sabra	Sabra \$295/\$335		Sabra	Sabra	Sabra	Sabra	Post Camp \$490/\$555	Post Camp \$490/\$555
Yalla (2nd & 3rd) \$490/\$555	Yalla	Yalla	Yalla	Yalla \$295/\$335		Yalla	Yalla	Yalla	Yalla	Post Camp \$490/\$555	Post Camp \$490/\$555
Kadima (4th & 5th) \$490/\$555	Kadima	Kadima	Kadima	Kadima \$295/\$335		Kadima	Kadima	Kadima	Kadima	Post Camp \$490/\$555	Post Camp \$490/\$555
Focused Programs											
Focused (1st-3rd) \$510/\$575	Thingamabobs & More	Around the World	Culinary & Cartoons	To Infinity & Beyond \$310/\$345		Sweet Treats	Sports of All Sorts	Storybook Creation	Little Chef: Remy's Cooking Adventure		
Specialty Programs											
Performing Arts	Musical Theater (2nd-8th) \$1,050/\$1,180	Musical Theater (2nd-8th) \$850/\$960				Habima Hess Circus (1st-8th) \$1,050/\$1,180	Habima Hess Circus (1st-8th) \$1,050/\$1,180				
Sports & Swim (3rd-6th) \$525/\$590	Sports & Swim	Sports & Swim	Sports & Swim	Sports & Swim \$315/\$355		Sports & Swim	Sports & Swim	Sports & Swim	Sports & Swim		
STEAM Younger (1st-3rd) \$525/\$590	LEGO® City & Awesome Robotics & Coding	RoboPets Robotics & Roblox	Amazing LEGO® Race & Animation	LEGO® Spinning Science & Wizards \$315/\$355		Bot Builders & Science of Super-Powers	Fun with LEGO® Engineering & Super Scientists	Creature Creator Robotics & Pokemonia	Amusement Park Engineering & Jedi-Adventure	Gamebots Robotics & LEGO® Mining & Building	
STEAM Older (3rd-6th) \$525/\$590	Battle Robotics & Minecraft Makers	Combat Robots & Mega Machines Robotics & Coding	Developing Engineering & Amazing LEGO® Race	Real World & Robotics LEGO® Spike Prime \$315/\$355		Video Game Design & Animation Studio	Space War Robotics & Coding with Science of Super-Powers	Bob Builders Robotics Cubelets & Creator Robotics WeDo	Awesome Adventure Robotics & Coding & Escape Snapology		
Teen Programs											
Sababa (6th-8th) \$525/\$590	Sababa	Sababa	Sababa	Sababa \$315/\$355	1-day Program Available \$100/\$125	Sababa	Sababa	Sababa	Sababa	Post Camp \$490/\$555	Post Camp \$490/\$555
Yoetz \$535/\$575	Session 1: June 10-July 3* (no camp 7/4) (July 5th optional day)					Session 2: July 8-August 2			Yoetz (Need Camp Director Approval)	Yoetz (Need Camp Director Approval)	Yoetz (Need Camp Director Approval)

In order to receive member pricing on camp, your child must be an APJCC Member at the time of registration and during the time they are attending camp.

Camp Shalom will be closed Thursday, July 4th in observance of the holiday.

*Extended Care (4:00pm-6:00pm) available for all weeks of Camp Shalom at an additional fee.

*Post-Camp Week 10 is available in a 2-day, 3-day or 5-day option, based on local school start dates.

LOS GATOS ALMADEN POLLINATOR PROJECT – SEASONAL UPDATE

BY KEVIN ARROYO

The Los Gatos Almaden Pollinator Garden has had a busy winter! Now, in its fourth year, this community project has transformed a 300' long, trash-strewn public right-of-way into a lush habitat for monarch butterflies, bumblebees, and other insects. Volunteers cleared trash and debris, removed invasive plants, and planted over 20+ different native species to provide a year-round food source for pollinators.

This winter, dozens of neighborhood volunteers made significant improvements:



- Recently planted over 100+ California natives, constructed a walking path and installed interpretive signage. Visitors can now walk through the site and learn about native plant recommendations that are great options for residential landscapes.



Volunteers also ran community outreach activities:

- **Local Seed Exchange** - Einat Clarke and Jennifer Dirking provided pollinator seed packets for volunteers to spread around at home. A special thanks to the California Native Plant Society for helping provide funding.
- **iNaturalist Bioblitz** - Volunteers searched for insects and plants onsite to register into iNaturalist app. This is a scientific database assisting researchers documenting native flora within the community.
- **Growing Natives Garden Tour** - On April 14th, the garden was included on the CNPS South Bay Garden Tour. Docents and greeters set up informational booths onsite where visitors learned about native gardening in their community.

Future Events - Community gardening events are planned

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throughout the year. They're typically held on Saturday mornings onsite where volunteers trim plants, weed and tidy up the site.

Interested in helping out? Email CommunityGardenLG@gmail.com to find out information about the next event. Also, feel free to stop by and walk through the site sometime. The garden is located on Los Gatos Almaden Road, directly adjacent to Los Gatos Memorial Park and across the street from Escobar Avenue.

Thanks and happy gardening!



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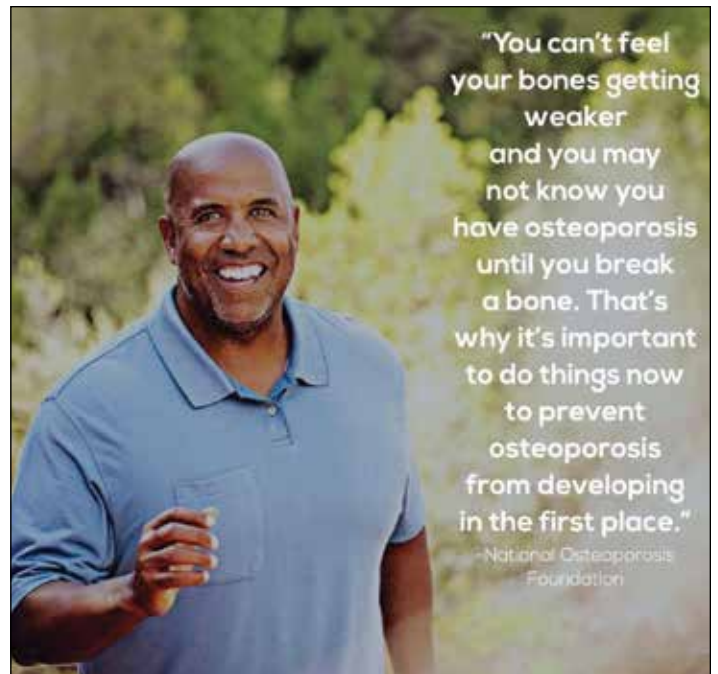
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HOME PRICING STRATEGIES EXPLAINED

Have you ever looked at a listing in your neighborhood and wondered 'How on Earth did they choose that price? That's way too high... or LOW!'

Well, before you assume they are crazy or uninformed, consider that there might have been a method to the madness. Sometimes, certain circumstances lend themselves to a particular pricing strategy. In this article, I'll break down the various strategies, and when they might be advantageous. I'll also touch on the risks of each, if used inappropriately.

Let's start with the lowest pricing and work up to the highest:

Auction Style Pricing

Say the home is worth \$1.5 million, but it's listed for \$500,000. Severe underpricing is an example of what I call "Auction pricing." Essentially, the seller is saying, "buyers, decide what the home is worth." The idea is to get flooded with interest and the price will be driven up with over-bidding. This can be an interesting option for a seller with a fixer upper, or if they value a very quick result with lots of offers to choose from. The risk is that if the market is not hot enough, auction pricing might not yield enough buyers to produce the bidding war that the seller wants. Then you find yourself in a situation where you need to relist the house at a higher price and explain yourself. To be successful with this approach you need to be in a very strong seller's market. You also need a property that you know will have a lot of interested buyers. If the home is very unique, the buyer pool may be too low for auction pricing to work effectively.

Below Market / Momentum Pricing

This is another strategy that should only be used in a Seller's market. Less severe than Auction Style pricing, Momentum pricing also involves pricing under the result you expect, and under what you know the home would appraise for, BUT

similar to the competing listings in the neighborhood. This is a common Silicon Valley strategy in the Spring selling season, when inventory is still low and the market is hot. Buyers are conditioned to shop under their budget so that they can overbid. The danger of this strategy is using it too late into the season as the market slows down. You might not get the overbidding you expect. However, keep in mind that if you're listed at 1.35m expecting 1.5m, and you get three offers at 1.4m, that this is what the market is currently bearing for your home, and it would be risky to hold out for 1.5m.

At Market Value / Transparent Pricing

Pricing your home close to market value, or what you believe it would appraise for, is what some Realtors refer to as "transparent pricing." This method becomes more common as the market slows down, because you want to be listed for a fair price if you think only one offer might arrive at a time. If you notice that similar homes are selling in 2-3 weeks with one offer, this is the strategy that might be the safest. In a market that is more balanced and slower, it's critical to review the sales weekly with your agent and quickly adjust if the prices start dropping. This method might be risky if you use it in a HOT Spring market because buyers will not feel comfortable over-bidding for the home and might not try at all. Often, Realtors will disclose "Transparent pricing" in the agent notes so that it is understood that a full price offer will be good enough to get the deal done.

Higher than Market / Price Anchoring / Testing the Market

This may be an unpopular opinion among my fellow Realtors, but sometimes overpricing can work. If there are several overpriced listings in the neighborhood, you can price under them but still over market value, and your home will appear to be a good value. This method is called Price Anchoring. The caveat is that it needs to work fast. If you sit on the market for more than 2 weeks,

it means buyers are not falling for it and you need to drop the price. In an era where buyers have easy access to online sales data, this method works less frequently.

You may also be in a situation where you price your home higher because you want to "test the market." Perhaps your home is unique or there have not been any similar or nearby sales recently and you are testing a price to gauge buyer interest. Typically, you'll plan in advance to lower the price on a certain date if you don't get any bites.

I hope that you found this pricing discussion interesting, and I hope that it demonstrates that pricing a home can be complicated. One size does not fit all! If you'd like more information on pricing, reach out to me with your questions. I enjoy talking shop about pricing homes and would be happy to answer any of your questions.

Warmly,
Kirsten Reilly, Broker Associate
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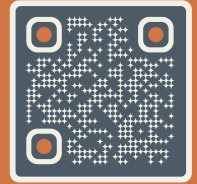


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4159 Jan Way	1,500	3	2 0	\$988,000	\$1,800,000
4547 Camden Avenue	2,419	5	4 1	\$1,975,000	\$1,999,900
15272 Chelsea Drive	1,008	3	1 0	\$1,550,000	\$1,950,000
1667 Jacob Avenue	1,275	3	2 0	\$1,499,000	\$1,810,000
3415 Julio Avenue	1,370	3	2 0	\$1,500,000	\$1,710,000
4505 Hollowgate Lane	1,159	3	2 0	\$1,299,000	\$1,540,000
4149 Ross Avenue	1,200	3	2 0	\$1,350,000	\$1,400,000
2181 Woodard Road	1,234	3	2 0	\$1,688,000	\$1,820,000
15400 Chelsea Drive	1,751	3	2 0	\$1,899,999	\$2,050,000
2273 Stratford Drive	1,628	4	2 0	\$1,699,000	\$1,889,000
4047 Meridian Avenue	1,769	4	3 0	\$1,625,000	\$1,820,000
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